第７講　空所補充 1-(B) 対策②

ポイント

【1】新出語の check
【2】段落頭の疑問文
【3】パラフレーズ

次の空所 (1) ～ (5) に入れるのに最も適したものを後ろのページに記した a ～ h より選び，その記号を記せ。ただし，同じ記号を複数回用いてはならない。また，最後の段落の空所 (　ア　) に入れるべき単語 1 語を答えよ。

（本問は，テキスト体裁に合わせて設問を一部改変して掲載しています）

“Decision fatigue” may help explain why ordinary, sensible people get angry at colleagues and families, waste money, and make decisions they would not normally make. No matter how rational you try to be, you can't make decision after decision without paying a biological price. It's different from ordinary physical fatigue — you're low on mental energy, but you're not consciously aware of being tired. And the more choices you make throughout the day, it seems, the harder each one becomes for your brain.

(　1　) Afterward, all the participants were given one of the classic tests of self-control: holding your hand in ice water for as long as you can. The impulse is to pull your hand out, and the deciders gave up much sooner. (　2　) The researchers interviewed shoppers after shopping and asked them to solve as many arithmetic problems as possible but said they could quit at any time. Sure enough, the shoppers who had already made the most decisions in the stores gave up the quickest on the math problems.

NOTE

Any decision can be broken down into what is called the Rubicon model of action phases, in honor of the Rubicon river that separated Italy from the Roman province of Gaul. When Caesar reached it in 49 B.C., on his way home after conquering the Gauls, he knew that a general returning to Rome was forbidden to take his army across the river with him, lest it be considered an invasion of Rome. Waiting on the Gaul side of the river, in the "predecisional phase," he contemplated the risks and benefits of starting a civil war. Then he stopped calculating, made his decision, and crossed the Rubicon with his army, reaching the "postdecisional phase."

(3) Researchers have shown that crossing the Rubicon is more tiring than anything that happens on either bank — whether sitting on the Gaul side contemplating your options or advancing towards Rome.

Once you're mentally exhausted, you become reluctant to make particularly demanding decisions. This decision fatigue makes you easy prey for sales staff who know how to time their offers. One experiment was conducted at German car dealerships, where customers ordered options for their new vehicles. They had to choose, for instance, among thirteen kinds of wheel rims, twenty-five arrangements of the engine, and fifty-six colors for the interior.

At first, customers would carefully weigh the choices, but as decision fatigue set in, they would start taking whatever was recommended. (4) By manipulating the order of the car buyers' choices, the researchers found that the customers would end up settling for different kinds of options, and the average difference totaled more than 1,500 euros per car (about $2,000 at the time). Whether the customers paid a little extra or a lot extra depended

on when the choices were offered and how much willpower was left in the customer.

NOTE

Shopping can be especially tiring for the poor. Some researchers argue that decision fatigue could be a major — and often ignored — factor in trapping people in poverty. Because their financial situation forces them to make so many difficult decisions, they have less willpower to devote to school, work, and other activities that might get them into the middle class. (　5　)

It is also known that when the poor and the rich go shopping, the poor are much more likely to (　ア　) during the shopping trip. This might seem like confirmation of their weak character — after all, they could presumably improve their nutrition by cooking meals at home instead of consuming ready-to-eat snacks which contribute to their higher rate of health problems. But if a trip to the supermarket causes more decision fatigue in the poor than in the rich, by the time they reach the cash register, they'll have less willpower left to resist chocolate bars. Not for nothing are these items called impulse purchases.

（15 東京大 1-(B)）

[Do You Suffer From Decision Fatigue? by John Tierney, The New York Times, AUG. 17, 2011 © The New York Times]

NOTE

a) But why is crossing the Rubicon so risky?

b) The whole process can exhaust anyone's willpower, but which phase of the decision-making process is most exhausting?

c) For a more realistic test of their theory, the researchers went into that great modern arena of decision-making: the suburban shopping center.

d) In other words, because the financially poor have so little willpower, they cannot even decide to blame society for making their life difficult.

e) And the more tough choices they encountered early in the process, the quicker they became tired and settled for the path of least resistance by taking a proposed option.

f) In one experiment conducted by researchers at Florida State University, shoppers' awareness of their mental exhaustion was confirmed through a simple test of their calculating ability.

g) This is significant because study after study has shown that low self-control is associated with low income as well as a large number of other problems, including poor achievement in school, divorce, crime, alcoholism and poor health.

h) Researchers at Florida State University conducted an experiment to test this theory. A group of students were asked to make a series of choices. Would they prefer a pen or a candle? A candle or a T-shirt? They were not actually given the chosen items — they just decided which they preferred. Another group, meanwhile — let's call them the nondeciders — spent an equally long period contemplating all these same products without having to make any choices.

NOTE

東京大学英語対策講座　復習テスト　第七回

次の見出し語の意味に合う表現を，下の①～④から一つずつ選びなさい。

1. 疲労

① fervent　② failure　③ fatigue　④ faculty

2. 理性的な

① caution　② emotional　③ national　④ rational

3. 抵抗する

① resist　② coexist　③ react　④ invade

4. 段階

① tense　② raise　③ fake　④ phase

5. 征服する

① contemplate　② conquer　③ confirm　④ consume

6. 侵入

① invasion　② intensity　③ ideology　④ imitation

7. 熟慮する

① coexist　② contemporary　③ temporary　④ contemplate

8. 疲弊させる

① eliminate　② elaborate　③ extend　④ exhaust

9. ～したがらない

① be eligible for　② be reluctant to do

③ be willing to do　④ be about to do

10. 立証

① confirmation　② comment　③ cohesion　④ collision

NOTE

東京大学英語対策講座　第 7 講　解答

< 解答 >

(1)―h)　(2)―c)　(3)―b)　(4)―e)　(5)―g)

(ア) eat

< 全訳 >

「決断疲労」という言葉は，なぜ普通の分別のある人が同僚や家族に怒り，お金を浪費し，普通ならやらないであろう決断をするのかを説明するのに役立つかもしれない。どれほど理性的であろうとしても，生物学的代償を払わずには，次から次へと決断はできない。それは普通の身体的疲労とは違うものだ。精神エネルギーが低い状態だが，疲労に意識的に気付いているわけではない。そして，一日を通じて決断することが多ければ多いほど，それだけ，それぞれの決断が脳にかける負担は大きくなるように思える。

フロリダ州立大学の研究者が，この理論を調べるためにある実験を行った。ある学生のグループは，一連の選択をするように迫られた。ペンがよいかロウソクがよいか。ロウソクがよいか T シャツがよいか。その人たちは実際に選んだアイテムを渡されるわけではなかった。単に，どちらを好むか決めただけだ。別のグループは，一方で非決定者と呼ぶが，選択をなんらせずに，これらすべての同じ製品について熟慮するのに同様に長い時間をかけた。あとになって，すべての参加者が古典的な自制心のテストの一つを受けた。出来る限り長く氷水に手を入れるものだ。衝撃的な行動は手を引き出すことで，決定者の方がずっと早くあきらめた。その理論をより現実的に試すために，研究者は意思決定をするとても大きな現代の舞台へと入って行った。郊外のショッピングモールだ。研究者はショッピングの後に買い物客にインタビューをして，出来る限り多くの算数の問題を解くように頼んだが，いつでもやめてよいとも言った。案の定，店の中ですでに最も多くの決断をしていた買い物客は，最も早く数学の問題をあきらめた。

どんな決断でも，行動段階でのいわゆるルビコンモデルに細分化できる。イタリアをローマの属州ガリアと隔てるルビコン川にちなんだものだ。カエサルが，紀元 49 年に，ガリアを征服したのちに故郷へ帰る途中そこに着いたとき，それがローマの侵

入と見なされないように，軍を率いて川を渡ってローマへ帰還することが全般的に禁止されていると彼は知っていた。「決断前の段階」で，川のガリア側で待ちながら，カエサルは内戦を始めるリスクとメリットについて熟慮していた。そして彼は計算をやめて，意思決定をし，軍隊とルビコン川と渡って，「意思決定後の段階」に到達した。

その全過程があらゆる人の意志の力を疲弊させるが，意思決定プロセスの中でどの過程が最も疲弊するものだろうか。研究者たちは，ルビコン川を渡ることが，どちらの土手で起きるどんなことよりも疲れるものだと示した。たとえ選択肢について考えながらガリア側に座っていても，ローマに向かって進んでいても。

一度精神的に疲弊すると，特に面倒な意思決定をするのに気が乗らなくなる。この決断疲労のせいで，売り出しのタイミングをわかっているセールスマンのカモになってしまう。ある実験がドイツの自動車販売代理店で行われ，そこで顧客が新しい車のオプションを注文した。たとえば，その人たちは 13 種類のホイール・リム，25 種類のエンジン配置，そして内装に 56 色から選ばなければならなかった。

はじめは，顧客は慎重にオプションについて比較検討するが，決断疲労が始まると，すすめられたものどんなものでも受け入れはじめるだろう。そして，その過程の初期段階で，より困難な選択に遭遇するほど，それだけすぐに疲れて，提案されたオプションを受け入れることで，最も抵抗のない道で手を打った。車を購入する人たちのオプションの注文を操作することで，顧客が結局異なる種類のオプションで手を打ち，平均的な差額が，車一台につき 1,500 ユーロ以上になると，研究者は気付いた（そのときはおよそ 2,000 ドルだった）。顧客がわずかな追加費用を払うか，たくさん追加費用を払うかは，いつ選択が提示されるか，どれほど意志の力が顧客の中に残っているかに左右された。

買い物は貧しい者には特に疲れることがある。研究者の中には，決断疲労が，人を貧困の罠に陥らせる主要な，そしてたいていは見過ごされる要因だと主張する者もいる。その財政状況のせいで，彼らはとても多くの難しい決断をせざるを得なくなるので，学校や仕事，その他彼らを中流階級に入れる可能性のある活動に専念する意思の力がなくなる。これは重要なことである。というのも，研究に研究を重ねたことで，低い自制心が，学校での悪い成績や離婚，犯罪，アルコール依存症，不健康といった，非常に多くの他の問題だけでなく，低収入とも関連があるとわかったからだ。

貧しい人と裕福な人が買い物に行くと，貧しい人の方が買い物をしている間に食事をする可能性が高いこともよく知られている。これは彼らの弱い性格を立証するものかもしれない。結局，彼らは健康に関する問題の割合を高める要因になるような，すぐに食べられるスナックを消費する代わりに，家で食事を作ることでおそらく栄養を改善することができる。しかし，スーパーマーケットへ行くことで裕福な人より貧し

い人の方が決断疲労が多くなるなら，レジに着くまでにチョコレート・バーに抗うのに残された意志の力はより少なくなるだろう。衝動買いと呼ばれるこれらのものは何も理由がないわけではないのだ。

第７講　重要語彙リスト

1	fatigue	疲労
2	sensible	分別のある
3	colleague	同僚
4	rational	理性的な
5	pay a price	代償を払う
6	afterward	後になって
7	impulse	衝動
8	arithmetic	算数の
9	sure enough	案の定
10	phase	段階
11	in honor of	～にちなんで，敬意を表して
12	separate A from B	A を B と分ける
13	province	州，（ローマの）属州
14	conquer	征服する
15	forbid	禁止する
16	lest S V	S が V しないように
17	invasion	侵入
18	contemplate	熟慮する
19	exhaust	疲弊させる
20	be reluctant to do	～したがらない
21	prey	獲物
22	rim	動輪
23	arrangement	配置
24	weigh	よく考える
25	set in	開始する
26	manipulate	操作する
27	end up ～ ing	結局～する
28	confirmation	立証，確認
29	presumably	おそらく
30	nutrition	栄養
31	not ～ for nothing	やはり～だけのことはある

第７講　音読用白文　①　②　③　④　⑤　⑥　⑦　⑧　⑨　⑩

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For a more realistic test of their theory, the researchers went into that great modern arena of decision-making: the suburban shopping center. The researchers interviewed shoppers after shopping and asked them to solve as many arithmetic problems as possible but said they could quit at any time. Sure enough, the shoppers who had already made the most decisions in the stores gave up the quickest on the math problems.

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army, reaching the "postdecisional phase."

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It is also known that when the poor and the rich go shopping, the poor are much more likely to eat during the shopping trip. This might seem like confirmation of their weak character — after all, they could presumably

improve their nutrition by cooking meals at home instead of consuming ready-to-eat snacks which contribute to their higher rate of health problems. But if a trip to the supermarket causes more decision fatigue in the poor than in the rich, by the time they reach the cash register, they'll have less willpower left to resist chocolate bars. Not for nothing are these items called impulse purchases.

東京大学英語対策講座　復習テスト　解答

< 第七回 >

1. ③	2. ④	3. ①	4. ④	5. ②
6. ①	7. ④	8. ④	9. ②	10. ①